



## **REQUEST FOR PROPOSALS** **Residential Real Estate Appraisal Firms**

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**Posting Date: May 10, 2022**

**Response Submission Deadline: 3:00 EST p.m. on June 7, 2022.**

### **NOTE TO RESPONDENTS:**

Please be advised that **all** submissions (including those not selected for engagement) may be made available to the public on request pursuant to the Rhode Island Access to Public Records Act, Chapter 2 of Title 38 of the Rhode Island General Laws (the "APRA") upon award of a contract(s). As a result, respondents are advised not to include information that they deem proprietary or confidential or that constitutes a trade secret.

### **INTRODUCTION**

Through this Request for Proposals ("RFP"), the Rhode Island Housing and Mortgage Finance Corporation ("RIHousing") seeks proposals from real estate appraisal firms that directly engage in, and develop appraisal assignments for, several of RIHousing's business areas. Selected firms will assist RIHousing by developing appraisals to support the agency's lending, short sale and REO property analysis and disposition functions.

### **INSTRUCTIONS**

Proposals must be submitted via email to: **Karen Henault** at [khenault@rihousing.com](mailto:khenault@rihousing.com) no later than the response submission deadline set forth above.

**Proposals that are not received by the response submission deadline or that do not adhere to the submission instructions described herein shall not be accepted or considered by RIHousing.**

Proposals should be concise and adhere to the word count applicable to each section of this RFP. Proposals should be presented on business letterhead and include all attachments, certifications (including the Submissions Certification at Attachment A), and work samples (as applicable). Please note that failure to provide any information, certification, or document requested in this RFP may cause your submission not to be reviewed or considered by RIHousing.

RIHousing may invite one or more finalists to make presentations, including demonstrations of requested products, if applicable.



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**SCOPE OF WORK**

Please see the Scope of Work as provided on Attachment B.

**ITEMS TO BE INCLUDED WITH YOUR PROPOSAL**

**Section A: General Firm Information**

- 1. Provide a brief description of your firm, including but not limited to the following:
  - a. Name of the principal(s) of the firm.
  - b. Name, business telephone number and business email address of a representative of the firm authorized to discuss your proposal.
  - c. Locations of all offices of the firm.
  - d. Number of employees of the firm.
  - e. Names of any appraisal “sub-contractors” that you will use in preparing reports for RIHousing.
  - f. Nature of any relationships that you maintain with other appraisal or real estate firms.

**RIHousing requests that the contact information provided in response to this Section A, subsection (1) be strictly limited to business addresses, telephone numbers, and email addresses to protect any personal information from being made available to the public pursuant to APRA.**

**Section B: Experience and Resources**

- 1. Describe your firm and its capabilities. In particular, support your capacity to perform the Scope of Work.
- 2. Indicate which principals and associates from your firm would be involved in providing services to RIHousing. Provide appropriate background information for each such person and identify their responsibilities. For each name submitted, provide evidence of the requisite licenses and insurance, certification or other validation required by municipal or state agencies, the Federal Housing Administration (“FHA”), the United States Department of Agriculture-Rural Development (“USDA-RD”), and the Veterans Administration (“VA”).



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- 3. If applicable, please indicate the name of any subcontractors that would be involved in providing services to your firm and to RIIHousing. Provide appropriate background information for each person or entity, identify the person's responsibilities, and outline their capabilities.
- 4. Provide a detailed list of references, including a contact name and business telephone number for organizations or businesses for whom you have performed similar work.
- 5. Identify individuals in your firm with multi-lingual skills, who are available to assist with communication in languages other than English. Please identify the language(s).
- 6. Describe your firm's information security systems and the steps that your firm takes to safeguard client communications, confidential information, and client data. Include in your response whether your firm performs penetration testing, your firm's encryption methods, and whether client data is stored onshore or offshore.
- 7. The Scope of Work sets forth the reports/forms that must be used by the successful respondent(s) in providing appraisal services for RIIHousing. For each such report/form, indicate the approximate number of that type of report/form that your firm completed during calendar years 2020 and 2021.
- 8. Indicate the geographic distribution of your appraisal work for calendar years 2020 and 2021. Include in your response all Rhode Island cities/towns in which you have performed appraisal work.
- 9. Provide work samples for each report/form listed in the Scope of Work.
- 10. For calendar years 2020 and 2021, please provide the number of appraisals that your firm has completed for lending purposes and the number of appraisals prepared for distressed properties.
- 11. Please provide your average turnaround time for appraisals. If your turnaround time is affected by certain factors, please identify those factors.
- 12. Describe your experience performing appraisals for properties with FHA, VA, and USDA-RD insurance.

**Section C: Fee Structure**

The cost of services is one of the factors that will be considered in awarding this contract. The information requested in this section is required to support the reasonableness of your fees.



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- 1. Describe your proposed fee structure for each of the types of forms/reports listed in the Scope of Work. All fees must be submitted on the form provided at Attachment B
- 2. Please provide any other fee information applicable to the engagement that has not been previously covered that you wish to bring to the attention of RIHousing.

**Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business**

- 1. RIHousing encourages the participation of persons of color, women, persons with disabilities and members of other federally and State-protected classes. Describe your firm’s affirmative action program and activities. Include the number and percentage of members of federally and State-protected classes who are either principals or senior managers in your firm, the number and percentage of members of federally and State-protected classes in your firm who will work on RIHousing’s engagement and, if applicable, a copy of your Minority- or Women-Owned Business Enterprise state certification.

**Section E: Miscellaneous**

- 1. Discuss any topics not covered in this RFP that you would like to bring to RIHousing’s attention.

**Section F. Certifications**

- 1. All applicants must respond to and provide documentation as outlined in the Request for Proposals Submission Certifications at Attachment A.

**EVALUATION AND SELECTION**

A selection committee consisting of RIHousing employees will review all proposals that meet the requirements set forth in the “Instructions” section of this RFP and make a selection based on the following factors:

- Professional capacity to undertake the Scope of Work (as evaluated by reference in Section B: Experience and Resources);
- Proposed fee structure (as evaluated by reference in Section C: Fee Structure);
- Ability to perform within time and budget constraints (as evaluated by reference in Section B);
- Evaluation of proposed project approach (as contained in the Attachment B-Scope of Work. Section B);



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- Previous work experience and performance with RIHousing and/or similar organizations (as provided in Section B: Experience and Resources, subsection 3);
- Recommendations by references (as provided in Section B: Experience and Resources, subsection 4);
- Firm minority status and affirmative action program or activities (as requested in Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business)
- Foreign language capabilities of the firm (as provided in Section B: Experience and Resources, subsection 5).

In its sole discretion, RIHousing may negotiate with one or more firms who have submitted qualifications to submit more detailed proposals on specific projects as they arise.

By this RFP, RIHousing has not committed itself to undertake the work set forth herein. RIHousing reserves the right to reject any and all proposals, to rebid the original or amended scope of services and to enter into negotiations with one or more respondents. RIHousing reserves the right to make those decisions after its receipt of responses. RIHousing's decision on these matters is final.

**For additional information contact:** Karen Henault at [khenault@rihousing.com](mailto:khenault@rihousing.com).

*Revised: January 31, 2022*



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**Attachment A**

**Requests for Proposals Submission Certifications**

Please respond to **all** items below and include this Certification in your response to this RFP. Be sure to include any substance responses in the spaces provided or include them as an attachment to this Certification as needed. Please ensure that any attachments refer to the appropriate item by name (i.e., “Conflict of Interest,” “Major State Decision Maker,” etc.)

**Total word limit for Sections A and B: 500 words**

**Section A: Conflicts of Interest**

1. Identify any conflict of interest that may arise as a result of business activities or ventures by your firm and associates of your firm, employees, or subcontractors as a result of any individual’s status as a member of the board of directors of any organization likely to interact with RIHousing. **If none, check below.**

None

2. Describe how your firm will handle actual and or potential conflicts of interest.

**Section B: Litigation, Proceedings, Investigations**

1. Identify any material litigation, administrative proceedings, or investigations in which your firm is currently involved. **If none, check below.**

None

2. Identify any material litigation, administrative proceedings, or investigations to which your firm or any of its principals, partners, associates, subcontractors, or support staff was a party, that has been finally adjudicated or settled within the past two (2) years. **If none, check below.**

None

**Section C: Certifications**

1. RIHousing insists upon full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors. This law requires State Vendors entering into contracts to provide services to an agency such as RIHousing, for the aggregate sum of \$5,000 or more, to file an affidavit with the State Board of Elections concerning reportable political contributions. The affidavit must state whether the State



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Vendor (and any related parties as defined in the law) has, within 24 months preceding the date of the contract, contributed an aggregate amount in excess of \$250 within a calendar year to any general officer, any candidate for general office, or any political party. **Please acknowledge your understanding below.**

I have read and understand the requirements of Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

2. Does any Rhode Island “Major State Decision-maker,” as defined below, or the spouse or dependent child of such person, hold (i) a ten percent or greater equity interest, or (ii) a Five Thousand Dollar or greater cash interest in this business?

For purposes of this question, “Major State Decision-maker” means:

- (i) All general officers; and all executive or administrative head or heads of any state executive agency enumerated in § 42-6-1 as well as the executive or administrative head or heads of state quasi-public corporations, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;
- (ii) All members of the general assembly and the executive or administrative head or heads of a state legislative agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;
- (iii) All members of the state judiciary and all state magistrates and the executive or administrative head or heads of a state judicial agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, chief of staff or state court administrator.

**Please indicate your response below.**

Yes

If your answer is “Yes,” please identify the Major State Decision-maker, specify the nature of their ownership interest, and provide a copy of the annual financial disclosure required to be filed with the Rhode Island Ethics Commission pursuant to R.I.G.L. §§36-14-16, 17 and 18.

No



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- 3. In the course of providing goods or services to RIHousing, the selected respondent may receive certain personal information specific to RIHousing customer(s) including, without limitation, customer names and addresses, telephone numbers, email addresses, dates of birth, loan numbers, account numbers, social security numbers, driver’s license or identification card numbers, employment and income information, photographic likenesses, tax returns, or other personal or financial information (hereinafter collectively referred to as the “Personal Information”). The maintenance of the Personal Information in strict confidence and the confinement of its use to RIHousing are of vital importance to RIHousing.

**Please certify below that in the event your firm is selected:**

- (i) any Personal Information disclosed to your firm by RIHousing or which your firm acquires as a result of its services hereunder will be regarded by your firm as confidential, and shall not be copied or disclosed to any third party, unless RIHousing has given its prior written consent thereto; and
- (ii) your firm agrees to take all reasonable measures to (a) ensure the security and confidentiality of the Personal Information, (b) protect against any anticipated threats or hazards to the security or integrity of the Personal Information, and (c) maintain reasonable security procedures and practices appropriate to your firm’s size, the nature of the Personal Information, and the purpose for which the Personal Information was collected in order to protect the Personal Information from unauthorized access, use, modification, destruction or disclosure; and
- (iii) when discarding the Personal Information, destroying it in a commercially reasonable manner such that no third party can view or recreate the information, electronically or otherwise.

These provisions, which implement the requirements of the Rhode Island Identity Theft Protection Act, R.I.G.L. § 11-49.2 et seq., will also be incorporated into the final contract with the selected respondent(s). In addition, if selected, your firm may be requested to provide a copy of its information security plan.

I certify that in the event our firm is selected, we will comply with the Personal Information and Security guidelines noted above.

- 4. Your firm’s president, chairman or CEO must certify below that (i) no member of your firm has made inquiries or contacts with respect to this RFP other than in an email or written communication to Karen Henault at [khenault@rihousing.com](mailto:khenault@rihousing.com) seeking clarification on the Scope of Work set forth in this proposal, from the date of this RFP through the date of your proposal, (ii) no member of your firm will make any such inquiry or contact until after July 10, 2022, (iii) all information in the proposal is true and correct to the best of your knowledge, (iv) no member of your firm gave anything of monetary value or promise of future





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employment to a RIHousing employee or Commissioner, or a relative of the same, based on any understanding that such person's action or judgment will be influenced, and (v) your firm is in full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

I certify that no member of our firm has made or will make any such inquiries or contacts; all information supplied is true and correct; no member of our firm has provided anything of value to influence RIHousing; and our firm is in compliance with applicable political contribution reporting.

President, Chairman or CEO (*print*): \_\_\_\_\_

Signature: \_\_\_\_\_

Firm Name: \_\_\_\_\_



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**Attachment B**

**Scope of Work/Respondent’s Proposed Fee Structure**

The following appraisal forms must be utilized for all reports. Please insert your proposed fee structure where appropriate.

- Uniform Residential Appraisal Report (Form 1004) for an appraisal of a one-unit property (including an individual unit in a PUD project) based on an interior and exterior property inspection.  
Conventional \$\_\_\_\_\_, FHA/VA \$\_\_\_\_\_, 203k\$\_\_\_\_\_;
- Exterior-Only Inspection Residential Appraisal Report (Form 2055) for an appraisal of a one-unit property (including an individual unit in a PUD project) based on an exterior-only property inspection.  
Conventional \$\_\_\_\_\_, FHA/VA \$\_\_\_\_\_, 203k \$\_\_\_\_\_;
- Manufactured Home Appraisal Report (Form 1004C) for an appraisal of a one-unit manufactured home (including a manufactured home in a PUD, condominium, or cooperative project) based on an interior and exterior property inspection.  
Conventional \$\_\_\_\_\_, FHA/VA \$\_\_\_\_\_, 203k \$\_\_\_\_\_;
- Individual Condominium Unit Appraisal Report (Form 1073) for an appraisal of an individual condominium unit based on an interior and exterior property inspection.  
Conventional \$\_\_\_\_\_, FHA/VA \$\_\_\_\_\_, 203k \$\_\_\_\_\_;
- Exterior-Only Inspection Individual Condominium Unit Appraisal Report (Form1075) for an appraisal of an individual condominium unit based on an exterior-only property inspection.  
Conventional \$\_\_\_\_\_, FHA/VA \$\_\_\_\_\_, 203k \$\_\_\_\_\_;
- Small Residential Income Property Appraisal Report (Form 1025) for an appraisal of a two-unit to four-unit property (including a two-unit to four-unit property in a PUD, condominium, or cooperative project) based on an interior and exterior property inspection.  
Conventional \$\_\_\_\_\_, FHA/VA \$\_\_\_\_\_, 203k \$\_\_\_\_\_;
- Appraisal Update and/or Completion Report (Form 1004D) for appraisal updates and/or completion reports for all one-unit to four-unit appraisal reports. \$\_\_\_\_\_;
- One-Unit Residential Appraisal Field Review Report (Form 2000) for appraisal field reviews for one-unit appraisal reports.  
\$\_\_\_\_\_;



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- Two- to Four-Unit Residential Appraisal Field Review Report (Form 2000A) for appraisal field reviews for two-unit to four-unit appraisal reports.  
\$\_\_\_\_\_;
- Property Value Analysis Report (Form 704) residential reports for in-house REO disposition decisions or “Short Sale” options.  
\$\_\_\_\_\_;
- Broker Price Opinion Letters (“BPO’s)  
\$\_\_\_\_\_;
- USDA-RD lending appraisals.  
\$\_\_\_\_\_; and
- USDA-RD liquidation appraisals.  
\$\_\_\_\_\_;